AUTHORIZED

INFORMATION TECHNOLOGY SCHEDULE PRICELIST GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE AND SERVICES

SPECIAL ITEM NUMBER 132-52 - ELECTRONIC COMMERCE (EC) SERVICES

FPDS Code D399...... Other Data Transmission Services, Not Elsewhere Classified - Except "Voice" and Pager Services

Note: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.



Avalution Consulting 1220 W. 6th St. Suite #307 Cleveland, OH 44113

Phone: (216) 370 – 3100
Fax: (216) 803 – 6738
www.avalution.com
www.theplanningportal.com

Contract Number: GS-35F-0597X

Period Covered by Contract: September 22, 2011 thru September 21, 2016

General Services Administration Federal Acquisition Service

Products and ordering information in this Authorized Information Technology Schedule Pricelist are also available on the GSA Advantage! System (http://www.gsaadvantage.gov).



TABLE OF CONTENTS

Section	Page
Table of Contents	2
Information for Ordering Activities	3
Terms and Conditions Applicable to Electronic Commerce (EC) Services (Special Item Number 132-52)	10
Service Overview	13
The Planning Portal	13
Business Continuity / COOP Consulting Services	16
Blanket Purchase Agreement	18
Contractor Team Arrangements	21



INFORMATION FOR ORDERING ACTIVITIES

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Acquisition Service. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ online shopping service (www.gsaadvantage.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Acquisition Service Home Page (www.gsa.gov/fas) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. GEOGRAPHIC SCOPE OF CONTRACT:

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

Overseas delivery is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

The Geographic Scope of Contract will be domestic delivery only.

2. CONTRACTOR'S ORDERING ADDRESS AND PAYMENT INFORMATION:

Ordering	Payment
	Avalution Consulting
Avalution Consulting	1220 W. 6 th St.
1220 W. 6 th St.	Suite #307
Suite #307	Cleveland OH, 44113
Cleveland OH, 44113	Electronic payments may be delivered via
	accounts noted in CCR.

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract. The Contractor and the ordering agency may agree to use the credit card for dollar amounts over the micro-purchase threshold (See GSAR 552.232-79 Payment by Credit Card). In addition, bank account information for wire transfer payments will be shown on the invoice.



The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

Robert Giffin - 216-370-3100 ext. 80

3. LIABILITY FOR INJURY OR DAMAGE

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

4. STATISTICAL DATA FOR GOVERNMENT ORDERING OFFICE COMPLETION OF STANDARD FORM 279:

- Block 9: G. Order/Modification Under Federal Schedule Contract
- Block 16: Data Universal Numbering System (DUNS) Number: 614579394
- Block 30: Type of Contractor: **B. Other Small Business**
- Block 31: Woman-Owned Small Business No
- Block 37: Contractor's Taxpayer Identification Number (TIN): 20-3397568
- Block 40: Veteran Owned Small Business (VOSB): B: Other Veteran Owned Small Business
- 4a. CAGE Code: 4VD54
- 4b. Contractor has registered with the Central Contractor Registration Database YES.

5. FOB DESTINATION

Not Applicable

6. DELIVERY SCHEDULE

a. TIME OF DELIVERY: The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER

DELIVERY TIME (Days ARO)

132-52

As mutually agreed to by Avalution Consulting and ordering agency

- b. URGENT REQUIREMENTS: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
- **7. DISCOUNTS:** Prices shown are NET Prices; Basic Discounts have been deducted.

a. Prompt Payment: None

b. Quantity: Nonec. Dollar Volume: None



- d. Government Educational Institutions: **Educational Institutions are offered the same discounts as all other Government customers.**
- e. Other: None

8. TRADE AGREEMENTS ACT OF 1979, as amended:

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING:

Not available under this contract.

- **10. Small Requirements:** The minimum dollar value of orders to be issued is \$500.00.
- 11. MAXIMUM ORDER (All dollar amounts are exclusive of any discount for prompt payment.)
- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:
 Special Item Number 132-52 Electronic Commerce (EC) Services

12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
- b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.

13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS:

Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

- 13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS): Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.
- **13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):** Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are



issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Acquisition Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2003)

- (a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- (b) Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub. L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- (c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- (d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- (e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- (f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- (g) Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- (h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.
- (k) Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).



15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES: Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (I) Termination for the ordering activity's convenience, and (m) Termination for Cause (See 52.212-4)

16. GSA ADVANTAGE!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape). The Internet address is http://www.gsaadvantage.gov

17. PURCHASE OF OPEN MARKET ITEMS

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if**-

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) (The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

- a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:
 - (1) Time of delivery/installation quotations for individual orders;
 - (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
 - (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.



- b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.
- c. The maintenance/repair service provided is the standard commercial terms and conditions for the type of products and/or services awarded.

19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

Not Applicable

Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. BLANKET PURCHASE AGREEMENTS (BPAs)

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

21. CONTRACTOR TEAM ARRANGEMENTS

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

22. INSTALLATION, DEINSTALLATION, REINSTALLATION

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or 132-9.

23. SECTION 508 COMPLIANCE.

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following: www.avalution.com



The EIT standard can be found at: www.Section508.gov/.

24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

- a. A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- b. The following statement: This order is placed under written authorization from ______ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

25. INSURANCE—WORKS ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)

- (a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- (b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
 - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
 - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- (c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

26. SOFTWARE INTEROPERABILITY

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at http://www.core.gov.

27. ADVANCE PAYMENTS

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)



TERMS AND CONDITIONS APPLICABLE TO ELECTRONIC COMMERCE (EC) SERVICES (SPECIAL ITEM NUMBER 132-52)

1. SCOPE

The prices, terms and conditions stated under Special Item Number 132-52 Electronic Commerce (EC) Services apply exclusively to EC Services within the scope of this Information Technology Schedule.

2. ELECTRONIC COMMERCE CAPACITY AND COVERAGE

The Ordering Activity shall specify the capacity and coverage required as part of the initial requirement.

3. INFORMATION ASSURANCE

- (a) The Ordering Activity is responsible for ensuring to the maximum extent practicable that each requirement issued is in compliance with the Federal Information Security Management Act (FISMA)
- (b) The Ordering Activity shall assign an impact level (per Federal Information Processing Standards Publication 199 & 200 (FIPS 199, "Standards for Security Categorization of Federal Information and Information Systems") (FIPS 200, "Minimum Security Requirements for Federal Information and Information Systems") prior to issuing the initial statement of work. Evaluations shall consider the extent to which each proposed service accommodates the necessary security controls based upon the assigned impact level. The Contractor awarded SIN 132-52 is capable of meeting at least the minimum security requirements assigned against a low-impact information system (per FIPS 200).
- (c) The Ordering Activity reserves the right to independently evaluate, audit, and verify the FISMA compliance for any proposed or awarded Electronic Commerce services. All FISMA certification, accreditation, and evaluation activities are the responsibility of the ordering activity.

4. DELIVERY SCHEDULE.

The Ordering Activity shall specify the delivery schedule as part of the initial requirement. The Delivery Schedule options are found in *Information for Ordering Activities Applicable to All Special Item Numbers,* paragraph 6. *Delivery Schedule.*

5. **INTEROPERABILITY.**

When an Ordering Activity requires interoperability, this requirement shall be included as part of the initial requirement. Interfaces may be identified as interoperable on the basis of participation in a sponsored program acceptable to the Ordering Activity. Any such access or interoperability with teleports/gateways and provisioning of enterprise service access will be defined in the individual requirement.



6. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering electronic services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all electronic services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

7. PERFORMANCE OF ELECTRONIC SERVICES

The Contractor shall provide electronic services on the date agreed to by the Contractor and the ordering activity.

8. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

9. RIGHTS IN DATA

The Contractor shall comply FAR 52.227-14 RIGHTS IN DATA – GENERAL and with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

10. ACCEPTANCE TESTING

If requested by the ordering activity the Contractor shall provide acceptance test plans and procedures for ordering activity approval. The Contractor shall perform acceptance testing of the systems for ordering activity approval in accordance with the approved test procedures.

11. WARRANTY

The Contractor shall provide a warranty covering each Contractor-provided electronic commerce service. The minimum duration of the warranty shall be the duration of the manufacturer's commercial warranty for the item listed below:

Since Avalution, LLC does not provide any materials or equipment with The Planning Portal or Business Continuity / COOP Consulting Services, no warranty is available.

12. MANAGEMENT AND OPERATIONS PRICING

The Contractor shall provide management and operations pricing on a uniform basis. All management and operations requirements for which pricing elements are not specified shall be provided as part of the basic service.



13. TRAINING

The Contractor shall provide normal commercial installation, operation, maintenance, and engineering interface training on the system.

14. MONTHLY REPORTS

In accordance with commercial practices, the Contractor may furnish the ordering activity/user with a monthly summary ordering activity report.

15. ELECTRONIC COMMERCE SERVICE PLAN

See the following pages for descriptions and pricing of each type of EC Service offered by Avalution Consulting under Special Item Numbers 132-52 E-Commerce.



SERVICE OVERVIEW

THE PLANNING PORTAL

Avalution has created a complete business continuity software solution based on the simplicity of Microsoft SharePoint, paired with deep business continuity expertise. The Planning Portal is designed to enable organizational compliance with key international standards, including FCD-1, NFPA 1600 and BS 25999. Its familiar interface and distributed approach reduces administrative burden. Additionally, The Planning Portal is backed by the expertise and service provided by Avalution Consulting. Our 24x7 technical support line is staffed by personnel familiar with both business continuity and The Planning Portal.

Business Impact Analysis (BIA) and Risk Assessment (RA)

- Provides support for a survey and/or interview-based analytic approach
- Identifies key process and application dependencies
- Enables visual mapping of business process and technology dependencies through multiple layers
- Utilizes information gathered during the BIA in all subsequent planning phases
- Enables the identification of key threats and vulnerabilities, for individual processes and the overall facility (consistent with enterprise risk management, or ERM, best practices)

Recovery Strategy Definition

- Identifies minimum staffing levels by process, across the period of disruption
- Identifies minimum resource requirements for items such as facilities, technologies and communications by process, facility and across the enterprise
- Enables IT requirements planning understanding what applications are needed and how individual elements of IT infrastructure support them
- Enables alternate space planning for facility based outages

Planning

- Delivers a web-based plan development process, with highly customized plan templates and content
- Enables the development of communications, response and recovery plans based on one or more scenarios, such as loss of facility, loss of personnel or loss of technology
- Supports the development of IT response and recovery plans, based on recovery objectives identified during the BIA

Exercising

- Supports the definition of exercise plans and objectives
- Tracks exercises across the enterprise
- Enables an evaluation of exercise results versus objectives



Emergency Notification

- Includes an optional notification service: send via phone (text to speech), text message or email
- Track delivery status and even ask a question and see individual responses

General Management

- "At a glance" dashboard provides an overall summary of the enterprise planning effort
- Enables business process / technology self-assessment to evaluate entities against a corporate standard
- Provides extensive reporting features based on Microsoft Reporting Services
- Organizes, stores and versions files of any type using a flexible folder structure
- Protects plan content with granular, role based security, auditing and versioning controls
- Manages internal and external contacts through the use of interfaces with other business applications, to include human resource systems, ERP applications or even Active Directory
- Assigns one-time or recurring business continuity planning tasks to The Planning Portal user

THE VALUE

The cost of most business continuity software on the market today is often based solely on the number of users within an organization. Unfortunately, this pricing approach causes many organizations to limit access to their tool – leaving many parties who should have access without it. After witnessing the problems and delays this causes, Avalution decided to take a different approach.

Simply put, we offer pricing based on the technology resource levels required to meet business requirements. The number of users, locations and business units are not the pricing drivers! Further, all the customization and training necessary to deliver the solution that fully meets an organization's requirements will be reflected in our pricing proposal.

THE OPTIONS

There are two models of The Planning Portal available for purchase:

Structured Planning – Allows an organization to utilize all of the functionality available in The Planning Portal, including the BIA and Planning tools to gather and organize information for analysis and planning activities.

Microsoft Word/Excel Planning – Allows an organization to utilize most of the functionality available in The Planning Portal, except the structured BIA and Planning tools. Instead, the organization is able to upload and manage externally completed BIAs and Recovery Plans using the versioning and task assignment features of The Planning Portal.



The Planning Portal 2010 Pricing					
		Structured Initial Unit	Structured Additional Unit(s)**	Non-Structured Initial Unit	Non-Structured Additional Unit(s)**
Existing	Allocated Number of IT Plans	50	50	n/a	n/a
BC/COOP	Allocated Number of BC Plans	50	50	n/a	n/a
Program	Allocated Number of BIAs	50	50	n/a	n/a
_	Price Per Month*	\$900	\$400	\$600	\$45
Specifics	Storage	5GB	2GB	2GB	1GB
	Users	Unlimited	Unlimited	Unlimited	Unlimited
	Part #				

The Planning Portal Notification						
Credits – Pe (one credit e one minute o	equals one text message or	500	1000	3,000	5,000	10,000
Email Quota		Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
	Price Per Quarter*	\$250	\$400	\$1,000	\$1,300	\$2,500
Specifics	Additional Credits:	\$0.50	\$0.50	\$0.50	\$0.40	\$0.40
	Part #					

^{*} Assumes 3 year contract, other durations incur a 5% annualized increase

** Additional amounts are only available to GSA subscribers who have already purchased an Initial Unit



BUSINESS CONTINUITY / COOP CONSULTING SERVICES

Avalution collaboratively builds custom designed continuity programs and matures existing business continuity / continuity of operations planning (COOP) programs.

Program Definition

The first step in starting a business continuity / COOP program typically involves the establishment of internal governance structures and custom elements of the organization's unique business continuity / COOP lifecycle. This step aids in creation and implementation of a management-approved policy statement and set of standard operating procedures to clarify how the program will operate long-term and provide a method of measuring performance and holding key managers accountable.

Business Impact Analysis

This service provides identification of business and technology recovery objectives is a foundational element of the business continuity planning / COOP process. The BIA clarifies the scope of the planning effort and enables management to focus scarce resources on critical elements of the business.

Risk Assessment

This service identifies likely sources of availability risk, current-state controls to mitigate risk and options to further mitigate the likelihood of the event – to a level acceptable to management. Avalution's risk assessment approach mirrors enterprise-wide risk management concepts by not only estimating the likelihood of risk occurrence but also identifying opportunities to control the likelihood of, and severity with, disruptive events. Of equal importance, we enable our clients to perform similar assessments in the future by providing them with tools and a framework to monitor risk and risk mitigation efforts.

Risk Treatment and Business Continuity / COOP Strategy Definition

This service provides objective assistance with the design and selection of business continuity / COOP strategies, including risk mitigation, crisis management, crisis communication, business resumption and IT disaster recovery strategies.

Plan Documentation

Avalution assists with the development of plan structures and content. Our firm also trains plan owners on how to further document and maintain their plans.

Execution Assistance

This service adds full time employees to a staff to help an organization quickly and cost effectively accomplish program goals, using our experienced professionals as an extension of your team.

Exercise Facilitation

Business continuity / COOP strategies and plans should not be considered viable unless exercised. Availution will help energize your business continuity / COOP effort by facilitating your exercise sessions, developing exercise facilitation materials, identifying exercise objectives, facilitating the execution of the exercise, and capturing lessons learned and opportunities for improvement.



Training and Awareness

Avalution develops personalized training based on our client's unique business continuity / COOP programs, not general, best practice methodologies and processes. Our training development methodology provides effective training material that meets specific learning objectives for multiple audiences. For example, one of our training and awareness solutions offers web-based, animated, narrated training modules viewable on-demand. Even better, the delivery of the training does not rely on the business continuity / COOP professional, which frees these critical resources to consult with the business in order to mature business continuity / COOP strategies.

Continuous Improvement Process Design

Avalution's business continuity / COOP experts can help move your program forward using our collaborative process improvement concepts and methodologies, including self-assessments, dashboards and scorecards. Whether it's tackling a specific problem, or helping to demonstrate the viability of the program, Avalution's dedicated and experienced consulting team provides innovation and insight to every project.

Software Implementation

Avalution will assist your organization with the technical implementation of The Planning Portal, including:

- Data Conversion
- Training
- Configuration of custom screens
- Custom Reports

Business Continuity / COOP Consulting Price List				
Service	Part #	Description of Services	GSA Price	
		General	\$155.00 / Hr.	
		Program Definition	\$155.00 / Hr.	
		Business Impact Analysis	\$155.00 / Hr.	
		Risk Assessment	\$155.00 / Hr.	
Business		Risk Treatment and Business Continuity /	\$155.00 / Hr.	
		COOP Strategy Identification	\$155.00 / HI.	
Continuity/COOP Consulting Services		Plan Documentation	\$155.00 / Hr.	
Consulting Services		Executive Assistance	\$155.00 / Hr.	
		Exercise Facilitation	\$155.00 / Hr.	
		Training and Awareness	\$155.00 / Hr.	
		Continuous Improvement Process Design	\$155.00 / Hr.	
		Software Implementation	\$140.00 / Hr.	



BLANKET PURCHASE AGREEMENT

BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE

Avalution Consulting enter	r into a cooperative agree	sition Streamlining Act (ordering activity) ment to further reduce the administra ration (GSA) Federal Supply Schedule Cor	tive costs of acquiring
development of technical d with Federal Supply Schedu further decrease costs, red	locuments, solicitations and ale Contractors in accordand uce paperwork, and save tir	racting and open market costs such as: set the evaluation of offers. Teaming Arrange with Federal Acquisition Regulation (Fame by eliminating the need for repetitive a purchasing mechanism for the ordering	gements are permitted AR) 9.6. This BPA will , individual purchases
Signatures			
Ordering Activity	Date	Contractor	Date



RDA NIIMBER		

(CUSTOMER NAME) BLANKET PURCHASE AGREEMENT

	actor agr			er(s), Blanket Purchase Agreements, the chase Agreement (BPA) EXCLUSIVELY WITH (ordering	
(1) the te		ollowing contract items can be ordered conditions of the contract, except		er this BPA. All orders placed against this BPA are subject below:	t to
		EL NUMBER/PART NUMBER		*SPECIAL BPA DISCOUNT/PRICE	
(2)	Delive	•			
	DESTI	NATION		DELIVERY SCHEDULES / DATES	
(3) agreer		rdering activity estimates, but doe	_	rantee, that the volume of purchases through this	
(4)	This B	SPA does not obligate any funds.			
(5)	This B	SPA expires on	or at the	e end of the contract period, whichever is earlier.	
(6)	The fo	ollowing office(s) is hereby authorize	zed to pla	ace orders under this BPA:	
	OFFIC	E		POINT OF CONTACT	
(7)	Order	rs will be placed against this BPA vi	a Electroi	nic Data Interchange (EDI), FAX, or paper.	
(8) slips tl		s otherwise agreed to, all deliverie t contain the following information		his BPA must be accompanied by delivery tickets or sale imum:	S
	(a)	Name of Contractor;			
	(b)	Contract Number;			
	(c)	BPA Number;			



- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;
- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10)	The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an
inconsis	stency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take
precede	ence.



CONTRACTOR TEAM ARRANGEMENTS

Federal Supply Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer's needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules "Team Solution" to meet the customer's requirement.
- Customers make a best value selection.